



JOB DESCRIPTION

ROLE DETAILS

- Position Title : Relationship Manager
- Position Level/Grade : Manager
- Reporting Line: Head of Corporate Banking
- Department : Commercial

DESCRIPTION OF THE WORK, ROLE CONTRIBUTION & JUSTIFICATION

Basic Purpose

- Manage a portfolio of corporate customers; serve as their primary point of contact and financial advisor as well as prospect and acquire new corporate customers to grow the Bank's revenue and share of wallet for the assigned portfolio in line with the Bank's strategy.
- Play a pivotal role in initiating and managing strong client relationships for corporate customers contributing to business development, and ensuring effective business growth for both deposit, loan & advances and quality portfolio management.
- Primary objective is to contribute to deposit mobilization, revenue generation, loan book growth, risk management and overall client satisfaction and Supervision of Relationship Managers.

Main Duties and Responsibilities:

- To assist in implementing the corporate strategy, responsible for client / business origination and coverage, as well as achieving sales / business targets, in terms of the number of clients acquired and maintained as well as the revenue generated
- To assess customers' wallets and cross-sell opportunities and develop plans to increase shares of wallet and ensure profitable business from each customer ecosystem.
- Explore opportunities in the market and devise strategies for benefits realization, generate track and close sales leads and pipelines to ensure maturity.
- To manage corporate banking relationships with existing and potential clients with a view to growing further business, compliance with loan covenants, terms and conditions while protecting the Bank's asset quality and position
- To prepare credit proposals ensuring quality, accuracy, data integrity and adherence to the Bank's policies and guidelines and to submit and recommend business proposals through the process chain for necessary approvals and when required.
- To keep abreast with all regulatory guidelines (including, but not limited to Bank of Tanzania's Prudential Regulations) as well as internal requirements of the Bank (including credit policies) and ensure strict compliance
- Act as bank's key contact person to corporate customers.
- Nurture and support to Relationship Managers to ensure they have necessary skills and support for effective corporate strategy execution.
- To perform any other assignment as assigned by the supervisor(s)

Other Responsibilities:

Customer Focus Functions:

- Complaint management
- Timely and accurate branch support
- Relationship management with all the employers and key decision makers

Business Functions:

- Productivity; Growth of portfolio and deposit
- Portfolio Quality; PAR and NPL ratio
- Lending sales and deposit target
- Income growth; Interest and Non-interest income targets

KNOWLEDGE, SKILLS, QUALIFICATION AND EXPERIENCE

Knowledge and Work Experience

- Bachelor’s degree in finance, Business Administration, Economics, or related field.
- 3 - 5 years’ experience in banking, preferably in Corporate Banking
- Strong understanding of credit analysis and Corporate lending.
- Proven sales and relationship management skills.

Skills Requirements

- Strong in cross-selling and upselling techniques
- Ability to analyze financial statements and cash flows
- Strong verbal and written communication

Name of Employee: _____	Name of Line manager: _____
Designation: _____	Designation: _____
Signature: _____	Signature: _____
Date: _____	Date: _____

If you believe you can clearly demonstrate your abilities to meet the criteria given above, please submit your job application cover letter along with a detailed resume, copies of the relevant certificates and testimonials in a single PDF file format, quoting the respective Job title or Ref no. in the subject field to TZRecruitment@equitybank.co.tz by **Friday 22nd May 2026**

Only short-listed candidates will be contacted.

Equity Bank is an equal opportunity employer. We value the diversity of individuals, ideas, perspectives, insights and values, and what they bring to the workplace.

By submitting your application, you consent to Equity Bank Tanzania Limited collecting and processing your personal data strictly for recruitment, selection, and, where applicable, employment purposes. Equity Bank Tanzania Limited will process your personal data in accordance with the Data Protection and Privacy Act, Cap 97, and its Data Privacy Policy. Your personal information will be treated with the highest level of confidentiality and will not be shared with unauthorized third parties, except where disclosure is required by law or regulatory obligation”.

